

Message Text

UNCLASSIFIED

PAGE 01 BONN 10849 131618Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----041820 140406Z /13

R 131610Z JUN 78
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 9349
AMCONSUL DUSSELDORF
AMCONSUL FRANKFURT

UNCLAS BONN 10849

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - MS INSERTS AND FASTENERS CORP.,
TORRANCE, CA

DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOCATE
ONLY THE FOLLOWING PROSPECT(S):

ERICH DIECKMANN
METALLWARENFABRIK
A/O HERR B. BIENNEK
POSTFACH 625
D-5860 ISELOHN
COMMENT: COMPANY EXPRESSED ITS INTEREST IN THE PRODUCTS
OFFERED. GERMAN FIRM HAS GOOD ACCESS TO MARKET, SELLS
IN EUROPE.

AMCONSUL FRANKFURT COMMENT: WE HAVE NOT BEEN ABLE TO
LOCATE AN AGENT/DISTRIBUTOR IN OUR DISTRICT INTERESTED
AND WILLING TO PROMOTE THE MARKETING OF ANY OF THESE
TYPES OF FASTENERS DUE TO THE OVERSATURATED MARKET.
THIS MARKET IS PAINFULLY FULL TO THE BRIM WITH COMPE-
TING PRODUCTS FROM GERMANY, FRANCE, ENGLAND, AND THE
UNITED STATES. THE U.S. MANUFACTURER, THEREFORE,
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MIGHT WISH TO ADVERTISE IN THE ONLY EXISTING WEST GER-
MAN SPECIAL TRADE MAGAZINE, READ NATION WIDE, TO TEST
THE REACTION FROM BUSINESS CONTACTS OUTSIDE OUR DIST-
RICT, AND ALSO FROM END USERS. COMMUNICATIONS SHOULD
BE SENT DIRECTLY TO THE FOLLOWING ADDRESS: MR. NIKOLAUS
K.P. GROEBEL, EDITOR "VERBINDUNGSTECHNIK", C/O
INGENIEUR DIGEST VERLAGSGESELLSCHAFT MBH, MAINZER

LANDSTRASSE 160, D-6000 FRANKFURT/MAIN-1; TEL. NO.
0611-730461.

SHOULD ANOTHER EXPRESSION OF INTEREST BE ELICITED, THE
EMBASSY WILL REPORT IT IMMEDIATELY.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
STOESSEL

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 jun 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978BONN10849
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780247-0905
Format: TEL
From: BONN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780667/aaaacfoe.tel
Line Count: 70
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: e730d18a-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2380845
Secure: OPEN
Status: NATIVE
Subject: ADS REQUEST - MS INSERTS AND FASTENERS CORP., TORRANCE, CA DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOC
TAGS: BEXP, GE
To: COM
Type: TE
vdkgvkey: odbc://SAS/SAS.dbo.SAS_Docs/e730d18a-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014